

Newsline Eight—

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**SBA's Monthly
News Update
-SERVING-
COLORADO
MONTANA
NORTH DAKOTA
SOUTH DAKOTA
UTAH
WYOMING**

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office

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GREG LOPEZ NAMED COLORADO DISTRICT DIRECTOR IN REGION VIII

Greg Lopez has been named the new district director for the SBA's Colorado District Office, which is based in Denver. His first day as district director will be Monday, April 14, 2008. "Greg Lopez will be a highly effective district director," said SBA Administrator Steve Preston. "When you look for a new director for an SBA District Office, you look for someone who is the right fit for the office, right for our SBA partners, and right for the community the office serves. We have found that person in Greg Lopez." Greg currently serves as the President/CEO of a Denver non-profit organization known as "The Council" – RMMSDC (Rocky Mountain Minority Supplier Development Council). The Council assists Minority Business Enterprises through building business relationships with corporations, government and others. An air force veteran, Greg graduated from New Mexico State University with a degree in business. In 1988, he worked for that offered both small businesses and individuals. In 1992, He was the youngest sitting Mayor in the State at the time. Greg was a member of Hispanic Chamber Board of Directors—and served as the Interim Mayor for the Chamber for one year. Lopez is co-owner of GNL Concepts, LLC which specializes in project management consulting. In his role as district director, Lopez will oversee the delivery of SBA's financial assistance, entrepreneurial development, business training programs, and government contracting throughout Colorado. "I am thrilled to be chosen for this very important economic development position with the SBA. This is an opportunity that I eagerly embrace with honor and enthusiasm," said Lopez. "The people of Colorado have come to expect excellent customer service and proactive assistance from the SBA. We have a phenomenal team here in Colorado with a dedicated staff and tremendous resource partners and lenders. I'm ready to hit the ground running for this agency and the people of Colorado."

"We are very fortunate that Greg Lopez has been selected as the Colorado District Director," states SBA Region VIII Administrator Elton W. Ringsak. "Greg's familiarity with all of SBA's programs and services and his business and community background make him uniquely capable to provide the quality of leadership that the Colorado small business community has come to expect from the SBA."



State regulatory flexibility bills are gaining favor in 2008. From east to west – Massachusetts to Hawaii – regulatory flexibility is becoming an increasingly important concern for state leaders trying to resurrect healthy state economies. So far this year, two governors have signed regulatory flexibility bills into law, eight states are considering regulatory flexibility legislation, and a handful of government agencies are considering executive orders. The State Regulatory Flexibility Model Legislation Initiative in 2002, 42 states have enacted some form of regulatory flexibility, either through legislation or executive order. Working through its regional teams, the Office of Advocacy has been committed to increasing that number. The initiative continues to encourage states to adopt and implement fully all five elements of the model legislation, namely to adopt 1) a small business regulatory flexibility analysis, 2) an economic impact analysis, 3) a periodic review, and 4) judicial review. The most recent state regulatory flexibility success came in March when Utah Governor Jon Huntsman signed HB 53, “Impact of Administrative Rules on Small Businesses.” The new law requires state agencies to analyze the economic impact of proposed rules on small businesses and to consider ways of minimizing a rule’s impact while still accomplishing the regulatory goal. For more information, visit Advocacy’s State Regulatory Flexibility Model Legislation webpage for the latest developments: www.sba.gov/advo/laws/law_modelleg.html.

The Office of Advocacy started its State Regulatory Flexibility Model Legislation Initiative in 2002. Since that time state legislatures across the country have come to recognize the importance of regulatory flexibility.

Is your business ready to contract with the Department of Defense? Are you unsure who to talk to at the various military installations in Colorado and Wyoming? If the answer is yes to those two questions, then you need to attend the upcoming “Gateway to Government Contracting” event that will be held in Colorado Springs on April 22—24th. Representatives from several DOD installations in the Colorado Springs area will discuss procurement opportunities for small business in the coming fiscal year. Keynote speakers include Ronald Poussard, Director of the Air Force’s Office of Small Business Programs, and Tracey Pinson, Small Business Programs, Office of the Secretary of the Army. Several procuring DOD agencies will be participating in this event including the AF Academy, Peterson AFB, US Army Corp of Engineers, AF Space Command, F.E. Warren AFB, Veterans Administration, Buckley AFB, SBA, the Western Area Power Administration, and many others. This event runs from April 22—24th, 7:00 am to 4:30 pm at the Antlers Hilton, 4 South Cascade Ave, in Colorado Springs. The cost is \$250/person. For more information, contact Brian Binn, President of Military Affairs at 719-575-4325 or go to <http://www.online-storefront.com/sboutreach2008>.

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WYOMING EVENTS

The 2008 Central Wyoming Business & Technology Expo will be held April 24th at the Casper Events Center beginning from 3:00 pm to 8:00 pm. The Expo represents major industries such as banking, retailers, healthcare, restaurants and many, many more. The business Expo provides an effective and affordable way to showcase products and services to over 800 attendees. This event is free to the public and is the largest Business-to-Business Expo in the State. For more information, please contact the SBA's Beth Hink at 307-261-6502.

UTAH EVENTS

On April 23rd & 24th, the Utah District office will participate in the **Salt Lake Chamber Business to Business Expo at the Salt Palace Convention Center**, 100 South West Temple, in Salt Lake City Utah. The Business-to-Business Expo is one of the largest business tradeshow of its kind in the west. Over 250 exhibitors promote their business products and services. The Utah District office will share a booth with several partners including SCORE and the SBDC. Festivities will include an entertaining opening night from 5:00 to 7:00 pm. To register, please call 801-671-3818 or email expo@saltlakechamber.org

North Dakota. “**Putting the Funding Puzzle Together**” workshops series will focus on financing options for North Dakota small businesses. This FREE workshop will focus on Bank of North Dakota (BND) finance programs. BND offers a number of programs which, in partnership with other financial institutions, economic development groups, and the SBA, are specifically intended to make bank financing easier to access and less expensive. These interactive and informative workshops will be held Thursday, April 17th from 10:00 am – 11:00 am CDT, in an online webinar format via an internet connection and toll-free conference call connection. Pre-registration is required. To register, either email north.dakota@sba.gov, or call SBA at 701-239-5131, or select the Online Registration link at www.sba.gov/nd



South Dakota. The **Sioux Falls SCORE Chapter** will present a workshop entitled, “**How to Really Start Your Own Business**” on Saturday, April 26th, from 8:00 am to 3:30 pm at the Ramkota Hotel Best Western, 2400 N. Louise Avenue (I-29 at Russell Street - Exit 81) in Sioux Falls. This workshop will cover topics such as marketing/business Plan, cash flow/financial projections/business organizational structure, “What a Banker Looks for in a Business Plan”, “Available Assistance from Agencies in the Area”, “IRS Tax Advice for Local Small Business Owners”, and a roundtable discussion by local business owners. Cost for each individual is \$ 40.00, which includes materials and lunch, \$20.00 for each additional associate and \$20.00 for students. Call the Sioux Falls SCORE office at 605-330-4231 for more information and to register.

Montana's Small Business Week Celebration

Small Business Week Award banquet to honor Montana's best small businesses and advocates. This year's event will be held Thursday, May 1st at the Billings Hotel and Convention Center located at 1223 Muldowney Lane in Billings. The banquet will kick off with a no-host reception at 5:30 p.m., with the awards banquet beginning at 6:45 p.m. Outstanding small business owners and advocate champions from across the state will be honored in various categories for their achievements and contributions to Montana's economy. The ceremony is a culmination of the statewide awards competition that took place over the past several months. Various groups across the state nominated outstanding entrepreneurs and small business advocate champions in a variety of categories to compete for these prestigious awards. The awards banquet will be co-hosted by the SBA, the Billings Small Business Development Center and First Interstate Bank. Awards to be presented in a number of categories including the Montana Small Business Person of the Year; Small Business Exporter of the Year; SBA Young Entrepreneur of the Year; Financial Services Champion; Minority Small Business Champion of the Year; Small Business Journalist of the Year; Veteran Small Business Champion of the Year; Home-based Business Champion award; Women in Business Champion of the Year; The public is invited to attend. For more information, contact the SBA's Rena Carlson at (406) 441-1081.